

Estimating | Scheduling | Constructability Review | Construction Management | Life
Cycle Cost Analysis | Cost Benefit Analysis | Change Order Review | LEED® Cost Study



Federal Supply Service

Contract Number:
GS10F0320X



Professional Engineering Services
871-7 & 7RC



Contract Period:
6/15/2011-6/14/2016



KOHNEN-STARKEY, INC.

KEVIN KOHNEN OR MARK STARKEY

8375 W. Main Street | Marshall, Virginia | 20115

540.364.3333 | www.kohnen-starkey.com

Kohnen-Starkey, Inc. (KSI) is a Small Business Enterprise providing high quality Estimating, Scheduling, Construction Management, and Value Management Services to the Architectural, Engineering, and Construction industry.

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KSI's experience in construction estimating, project management, and design covers a wide range of project types for the Commercial, Industrial, Medical, Aviation, Transportation, and Federal sectors. Our services support all aspects of procurement and pre-

construction services including; Initial Planning of Design-Bid-Build and Design-Build projects, In-depth Life Cycle and Cost Benefit Analyses, Feasibility Studies, Master Planning, Constructability Reviews, Value Engineering Workshops, Scheduling, and Sustainability Cost Studies. All **KSI** personnel have backgrounds in general contracting which provides our clients a unique perspective and a valuable resource for constructability reviews, dispute resolution, and as a third party review of change orders.

Today's design and construction environment demands high performance, energy efficient, sustainable and cost effective building systems. **KSI's** personnel are experts in the field of complex building systems, with a unique understanding of component complexities and costs associated with these systems. This knowledge, combined with **KSI's** ability to perform in-depth Life Cycle Cost Analysis (LCCA) and Cost Benefit Analysis (CBA) provides our clients the information they need to evaluate and select the correct system for their budget.

Client satisfaction is **KSI's** most important performance measurement. Our clients receive reliable, straight-forward, fair and professional treatment, which results in significant cost saving benefits. Our commitment to quality and performance on every project is reflected through our high percentage of work with return clients. By constantly researching and evaluating new products and systems, we are confident in our ability to provide **Higher Standards, Superior Results** to our clients.

Company Profile



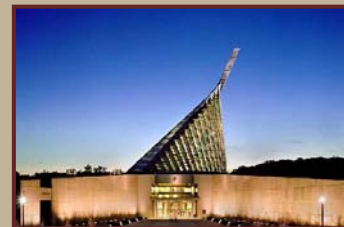
Government



Airports / Transportation



Courthouses / Judicial

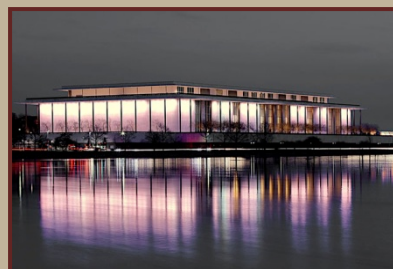


Mixed-Use / Public Venue



Education

Basis of Award



1. Basis of Award:

In accordance with clause 552.238-75 Price Reductions All Commercial Customers are the basis of award customers. GSA prices excluding the required .75% IFF are equal to the prices offered/sold to the MFC.

Economic price adjustments (EPA): EPA will be in accordance with clause I-FSS-969 Economic Price Adjustment-FSS Multiple Award Schedules (b) (1). A fixed annual escalation rate is **3%**. Five Years Base Period Pricing is incorporated herein.

SIN(s) Awarded: 871-7 Construction Management

Recovery SIN(s) Awarded: 871-7RC

Construction Management Customer agencies shall utilize construction managers as its principal agent to advise on or manage the process over the project regardless of the project delivery method used. The Construction Manager assumes the position of professional adviser or extension of staff to the customer agency. The Construction Manager frequently helps the customer agency identify which delivery method is the best for the project. The construction management approach utilizes a firm (or team of firms) with construction, design and management expertise to temporarily expand the customer agency's capabilities, so that they can successfully accomplish their program or project. The Construction Manager also provides expert advice in support of the customer agency's decisions in the implementation of the project.

The following are some of the tasks to be covered under Construction Management:

NAICS: 541330

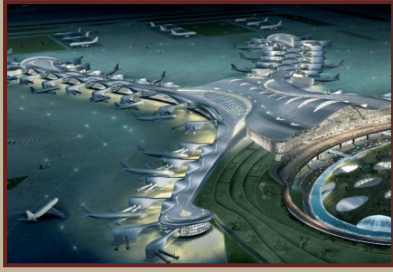
2. Maximum Order: \$1,000,000.00
3. Minimum Order: \$100.00
4. **Geographic Coverage:** FOB Destination, Domestic delivery, with the exact time to be specified on individual Delivery/Task Orders.
5. **Point(s) of Production (city, county, and state or foreign country):**
Same as company address

Basis of Award



6. Discount from list prices or statements of net price:
Government net prices (discounts already deducted)
7. Quantity Discounts: None Offered
8. Prompt Payment Terms: Net-30 Days
- 9a. Notification that Government purchase cards are accepted at or below the micro-purchase threshold: Yes
- 9b. Notification whether Government purchase cards are accepted or not accepted above the micro-purchase threshold:
Contact Contractor
10. Foreign Items (list item s by country of origin): None
- 11a. Time of Delivery (Contractor insert number of days):
Specified on the Task Order
- 11b. Expedited Delivery: Contact Contractor
- 11c. Overnight and 2-day delivery: Contact Contractor
- 11d. Urgent Requirements: Contact Contractor
12. F.O.B. Point(s): Destination
13. Ordering Address(es): Same as company address
- 13b. Ordering Procedures:
For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA's), and a sample BPA can be found on the GSA/FSS Schedule homepage (fss.gas.gov/schedules) or in Federal Acquisition Regulation (FAR) 8.405-3.
14. Payment Address: P.O. Box 1054, Marshall, VA 20116
15. Warranty Provision: Contractor's standard commercial warranty
16. Export Packing Charges (if applicable): N/A

Basis of Award



17. Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level):
Contact Contractor
18. Terms and conditions of rental, maintenance, and repair (if applicable): N/A
19. Terms and conditions of installation (if applicable): N/A
20. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable): N/A
- 20a. Terms and conditions for any other services (if applicable): N/A
21. List of service and distribution points (if applicable): N/A
22. List of participating dealers (if applicable): N/A
23. Preventive maintenance (if applicable): N/A
- 24a. Special attributes such as environmental attributes, (e.g., recycled content, energy efficiency, and/or reduced pollutants): N/A
- 24b. If applicable, indicate that Section 508 compliance information is available on Electronic and Information Technology (EIT) supplies and services and show where full details can be found (e.g. contractor's website or other location): The EIT standards can be found at [www.Section 508.gov/](http://www.Section508.gov/).
25. Data Universal Numbering System (DUNS) number: 600803931
26. Notification regarding registration in Central Contractor Registration (CCR) database: Registered

Licensing fees: If any, are to be negotiated between the contractor and the individual customer agencies.

Kohnen-Starkey, Inc possesses an adequate and auditable labor hour recording and invoicing system capable of fully supporting labor hour invoices; therefore, the firm is approved to accept both Labor-Hour and Firm-Fixed-Price Delivery/Task Orders from authorized agencies under this contract.



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Authorized GSA Price List

Labor Category	1/1/2011- 12/31/2011	1/1/2012- 12/31/2012	1/1/2013- 12/31/2013	1/1/2014- 12/31/2014	1/1/2015- 12/31/2015
		<i>Escalator:</i> 0.03	<i>Escalator:</i> 0.03	<i>Escalator:</i> 0.03	<i>Escalator:</i> 0.03
Senior Estimator	\$162.41	\$167.28	\$172.30	\$177.47	\$182.79
Lead Electrical Estimator	\$137.39	\$141.51	\$145.76	\$150.13	\$154.63
Senior Scheduler	\$127.72	\$131.55	\$135.50	\$139.56	\$143.75
Mechanical Estimator	\$124.01	\$127.73	\$131.56	\$135.51	\$139.57
Quantity Surveyor	\$76.43	\$78.72	\$81.08	\$83.52	\$86.02

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Labor Category Descriptions



Education / Experience Substitutions

Kohnen-Starkey, Inc. (KSI) prefers an Industry relevant degree but will accept the following equivalent experience in lieu of a degree.

3 Years experience	is equivalent to	Associate Degree
5 Years experience	is equivalent to	Bachelor Degree
10 Years experience	is equivalent to	Master Degree



Senior Estimator

Education: Bachelor Degree

Minimum / General Experience: Must have 15 years experience directing cost estimating for each phase of design development of large estimating teams in the planning and development of large, complex project designs.

Specialized Experience: At least five years experience directing Senior Estimators and team leaders in the development of conceptual estimates, design development estimates, quality control, maintaining up-to-date knowledge of the cost of work, validation and documentation of project estimates.

Functional Responsibility: This is a senior project leadership position, directing multiple project teams in the management of corporate and team resources and processes to ensure successful completion of cost estimates and the establishment of the proper value of the work for the company's clients. Has the authority to negotiate delivery and/or task orders. The Chief Estimator has the authority to redirect corporate resources between projects.



Lead Electrical Estimator

Education: Bachelor Degree

Minimum / General Experience: Must have 10 years experience leading cost estimating for each phase of design development of large estimating teams in the planning and development of large, complex project designs.

Specialized Experience: Ability to lead an estimating team in the development of conceptual estimates, design development estimates, estimate quality control, maintaining up-to-date knowledge of the cost of work, validation and documentation of project estimates.

Functional Responsibility: Coordinate and manage all estimating activities for the project, including presentations to the client and the corporate staff, cost analysis, quantity takeoff's, estimate organization and format, value engineering and management, staying current with the value of work, quality, and establish and maintain estimating systems in providing the correct value of the project.



Labor Category Descriptions



Senior Scheduler

Education: Bachelor Degree

Minimum / General Experience: Requires at least 5 years experience in construction trades, practices and schedules in a large project environment.

Specialized Experience: Must be knowledgeable in the development of Critical Path Method (CPM) schedules, Work Breakdown Structures (WBS), and project organization.

Functional Responsibility: Responsible for creating and maintaining resource-loaded schedules, communicating effectively with corporate staff, the senior project manager and the project manager and assisting the project team in monitoring contractor performance and compliance with the project schedule.



Mechanical Estimator

Education: Bachelor Degree

Minimum / General Experience: Must have 5 years experience cost estimating for each phase of design development of large, complex project designs.

Specialized Experience: Ability to provide conceptual estimates, design development estimates, estimate quality control, maintaining up-to-date knowledge of the cost of work, validation and documentation of project estimates.

Functional Responsibility: Cost analysis, quantity takeoff's, estimate organization and format, value engineering and management, staying current with the value of work, quality, and establish and maintain estimating systems in providing the correct value of the project.



Quantity Surveyor

Education: Associate Degree

Minimum / General Experience: Must have at least 1 year of experience in commercial construction and the ability to work with drawings and design documents.

Specialized Experience: Ability to assist other estimators in providing conceptual estimates, design development estimates, estimate quality control, maintaining up-to-date knowledge of the cost of work, validation and documentation of project estimates.

Functional Responsibility: Provide quantity takeoff's and assist with the cost analysis, estimate organization and format, value engineering and management, staying current with the value of work, quality, and establish and maintain estimating systems in providing the correct value of the project.



Estimating

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Government



Airports & Transportation



Courthouses



Mixed-Use - Multi-Residential - Entertainment



Education



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